



STIC Search Report

EIC 3600

STIC Database Tracking Number: 110271

TO: Yogesh Garg
Location: PK5 7Y05
Art Unit: 3625
Friday, December 12, 2003

Case Serial Number: 09/540011

From: Elizabeth Deal *ED*
Location: EIC 3600
PK5-Suite 804
Phone: 305-5783

elizabeth.deal@uspto.gov

Search Notes

Dear Yogesh,

Attached are the results of the above-referenced search. If you have any questions or comments, please feel free to contact me.

Libby



STN

FILE 'CONFSCI, COMPUAB, COMPUSCIENCE, INVESTEXT, ELCOM, INFODATA' ENTERED

AT 10:41:58 ON 12 DEC 2003

L1 1389543 S DETERMIN### OR FIND? OR FLAG## OR FLAGG? OR RECOGNI? OR REVEA
L2 1476244 S SELLER? OR VENDOR? OR MERCHANT# OR SUPPLIER? OR DEALER# OR DI
L3 454771 S DATA() (BASE OR BASES OR BANK# OR SYSTEM? OR NETWORK?) OR DATA
L4 5243 S (CONTAINED OR STORED OR HELD OR RETAINED OR PRESERV? OR KEPT
L5 2094799 S ENTER### OR ENTRY OR INPUT### OR INSERT? OR LOAD### OR ADD# O
L6 110 S L1 AND L2 AND L4
L7 12 S (L1(5A)L2) AND L4
L8 13 S (L2(5A)L4)
L9 1748738 S UNLISTED OR MISSING OR ABSENT OR OMITTED OR LACKING OR UNAVAI
L10 5 S (L2(5A)L9) AND (L3(5A)L5)
L11 12 S (L2(10A)L9) (S) (L3(10A)L5)

EKD 12/12/2003

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L7 ANSWER 1 OF 12 COMPUSCIENCE COPYRIGHT 2003 FIZ KARLSRUHE on STN
TI Automatic measurement of speech recognition performance. A comparison of
SH six speaker-dependent recognition devices.

L7 ANSWER 2 OF 12 INVESTEXT COPYRIGHT 2003 TFS on STN

TI CIO VENDOR CHOICE SURVEY - FIRST CIO VENDOR CHOICE SURVEY LAUN
SH A Look at Software Spending Priorities by Application Type

TEXT

In . . . priority at 19
and 24. Some of the other segments that appeared to indicate some pent-up
demand, albeit to a lesser extent, **included database** server
software,
procurement, SCM, and CRM. These data points would appear to indicate a
continued difficult spending environment for best-of-breed vendors such. . .

SH A Look at Software Spending Priorities by Vendor

TEXT

A Look at Software Spending Priorities by **Vendor**
In an effort to **determine** which **vendors** have mindshare with
respect to each
major software segment, and thus should capture their fair share of the
2003 software spend, we. . .

L7 ANSWER 3 OF 12 INVESTEXT COPYRIGHT 2003 TFS on STN

TI APPLICATION SOFTWARE - SALOMON SMITH BARNEY CIO VENDOR CHOICE
SH PENT UP DEMAND?

TEXT

some of the other segments that appeared to indicate some pent-up demand
included database server software, procurement, SCM, and
CRM. These data
points would seem to indicate a continued difficult spending environment
for best-of-breed vendors such. . .

SH A LOOK AT SOFTWARE SPENDING PRIORITIES-BY VENDOR

TEXT

A LOOK AT SOFTWARE SPENDING PRIORITIES-BY **VENDOR**
In an effort to **determine** which **vendors** have mindshare with
respect to each
major software segment, and thus who should capture their fair share of the
2003 software spend,. . .

L7 ANSWER 4 OF 12 INVESTEXT COPYRIGHT 2003 TFS on STN

TI VERITY, INC. - INITIATING COVERAGE
SH CLASSIFICATION TECHNIQUES

TEXT

STN

* . . . documents. Once the key concepts have been determined, they are extracted, accurately classified and categorized into hierarchies, linked with other relevant information, and **stored** in a **database**. While Bayesian classification is less costly than manual categorization, implementation of the technology is difficult, the classification algorithms are relatively slow and. . . it can be deployed quickly because it does not require sets of training documents to get going, like machine learning and pattern **recognition** systems do. Search and taxonomy **vendors** specializing in computation linguistics include Inxight, iPhrase and Semio.
* Logistic Regression Classifier (LRC). Similar to Bayesian Inference, LRCs automatically learn classification rules. . .

L7 ANSWER 5 OF 12 INVESTEXT COPYRIGHT 2003 TFS on STN

TI Terra Industries, Inc. - History & Debt
SH History

TEXT

(Canada) . . . for a purchase price of \$340 million. The plants are locted in Billingham and Severnside, England.

In Sept. 1998, Co. acquired closely **held** Delta **Data** ***Systems*** Inc. Terms of the transaction were not disclosed.

On June 30, 1999, Co. sold its Distribution business segment to Cenex/Land O' Lakes Agronomy. . .

SH Business Description

TEXT

BUSINESS . . . a distribution and marketing system for a line of fertilizers, crop protection products, seed and services. The Company's customers are primarily farmers and **dealers located** in the midwestern and southern regions of the U.S., and the southeastern region of Canada.

Products: The Company markets a line of. . .

L7 ANSWER 6 OF 12 INVESTEXT COPYRIGHT 2003 TFS on STN

TI Terra Industries, Inc. - History & Debt
SH History

TEXT

manufacturing . . . a purchase price of \$340 million. The plants are locted in Billingham and Severnside, England.

In Sept. 1998, Co. announced it acquired closely **held** Delta ***Data*** **Systems** Inc. Terms of the transaction were not disclosed.

EKD 12/12/2003

STN

On Jan. 11, 1999 Co. formed a non-exclusive alliance with Ag Services of America, . . .

SH Business Description

TEXT

BUSINESS . . . a distribution and marketing system for a line of fertilizers, crop protection products, seed and services. The Company's customers are primarily farmers and **dealers located** in the midwestern and southern regions of the U.S., and the southeastern region of Canada.

Products: The Company markets a line of. . .

L7 ANSWER 7 OF 12 INVESTEXT COPYRIGHT 2003 TFS on STN

TI Terra Industries, Inc. - History & Debt

SH History

TEXT

In . . . a purchase price of \$340 million. The plants are locted in Billingham and Severnside, England.

In Sept. 1998, Co. announced it acquired closely held Delta

Data

Systems Inc. Terms of the transaction were not disclosed.

On Jan. 11, 1999 Co. formed a non-exclusive alliance with Ag Services of America, . . .

SH Business Description

TEXT

BUSINESS . . . a distribution and marketing system for a line of fertilizers, crop protection products, seed and services. The Company's customers are primarily farmers and **dealers located** in the midwestern and southern regions of the U.S., and the southeastern region of Canada.

Products: The Company markets a line of. . .

L7 ANSWER 8 OF 12 INVESTEXT COPYRIGHT 2003 TFS on STN

TI Terra Industries, Inc. - History & Debt

SH History

TEXT

manufacturing . . . a purchase price of \$340 million. The plants are locted in Billingham and Severnside, England.

EKD 12/12/2003

STN

In Sept. 1998, Co. announced it acquired closely held Delta
Data

Systems Inc. Terms of the transaction were not disclosed.

On Jan. 11, 1999 Co. formed a non-exclusive alliance with Ag Services
of America, . . .

SH Business Description

TEXT

BUSINESS . . . a distribution and
marketing system for a line of fertilizers, crop protection products,
seed and services. The Company's customers are primarily farmers and
dealers located in the midwestern and southern regions of
the U.S., and
the southeastern region of Canada.

Products: The Company markets a line of. . .

L7 ANSWER 9 OF 12 INVESTEXT COPYRIGHT 2003 TFS on STN

TI Terra Industries, Inc. - History & Debt
SH History

TEXT

On . . . a
purchase price of \$340 million. The plants are locted in Billingham and
Severnside, England.

In Sept. 1998, Co. announced it acquired closely held Delta
Data

Systems Inc. Terms of the transaction were not disclosed.

SH Business Description

TEXT

BUSINESS . . . a distribution and
marketing system for a line of fertilizers, crop protection products,
seed and services. The Company's customers are primarily farmers and
dealers located in the midwestern and southern regions of
the United
States, and the southeastern region of Canada.

Products: The Company markets a line. . .

L7 ANSWER 10 OF 12 INVESTEXT COPYRIGHT 2003 TFS on STN

TI Terra Industries, Inc. - History & Debt
SH History

TEXT

approximating . . . a
purchase price of \$340 million. The plants are locted in Billingham and
Severnside, England.

EKD 12/12/2003

STN

In Sept. 1998, Co. announced it acquired closely held Delta
Data

Systems Inc. Terms of the transaction were not disclosed.

SH Business Description

TEXT

BUSINESS . . . distribution and
marketing system for a comprehensive line of fertilizers, crop
protection products, seed and services. The Company's customers are
primarily farmers and **dealers located** in the midwestern and
southern
regions of the United States, and the southeastern region of Canada.

Products. The Company markets a comprehensive. . .

L7 ANSWER 11 OF 12 INVESTEXT COPYRIGHT 2003 TFS on STN

TI Comdial - Company Report

SH Investment Summary \

TEXT

TSAPI . . . telephone pad is
used to identify a caller to the computer. The LAN can then deliver
information about the caller that is **stored** in a **database**,
such as
account information or history, to a desktop PC at the instant the
phone is answered. This not only improves the. . . inventory
and credit and collections for the dealers. As the CTI market has
emerged, Comdial has found that 8% of its signed **dealers** are already
Novell resellers - we **find** this number surprisingly strong at this
early stage of the market.

L7 ANSWER 12 OF 12 INVESTEXT COPYRIGHT 2003 TFS on STN

TI Progress Software Corporation - Company Report

SH Marketing - Changes

TEXT

Changes

. . . to create greater market awareness
for its products. The Progress name carries much less name recognition
than many of the larger database **vendors**. Greater name
recognition is a
hot point for many of the VARs with whom we spoke. They believe that
selling Progress-based applications would be easier. . . Customers we spoke
with viewed these changes as important, but
also suggested that Progress work more closely with the press to be
included in more **database** and 4GL comparison artic

STN

L7 ANSWER 1 OF 12 COMPUSCIENCE COPYRIGHT 2003 FIZ KARLSRUHE on STN
AN 1988(5):ID1557 COMPUSCIENCE
TI Automatic measurement of speech recognition performance. A comparison of
six speaker-dependent recognition devices.
AU Nusbaum, H. C.; Pisoni, D. B.
SO Computer speech and language. (1987) v. 2(2) p. 87-108. 4 Abb., 3 Tab.
ISSN: 0885-2308
DT Journal
CY United Kingdom
LA English
IP GMDIZ

L7 ANSWER 2 OF 12 INVESTEXT COPYRIGHT 2003 TFS on STN

AN 2004:610333 INVESTEXT(tm) REPORT NUMBER:7271273
PGNO PAGE 11 OF 46
DN 7271273
TI CIO VENDOR CHOICE SURVEY - FIRST CIO VENDOR CHOICE SURVEY LAUN
AU BELLINI, H, ET AL
CS SALOMON SMITH BARNEY; NEW YORK (STATE OF)
CSR MID-ATLANTIC/MIDDLE ATLANTIC REGION; UNITED STATES OF AMERICA; NORTH
AMERICA
PD 13 Mar 2003
DT INDUSTRY REPORT
FS Text Page; INDUSTRY REPORT
WC 380

L7 ANSWER 3 OF 12 INVESTEXT COPYRIGHT 2003 TFS on STN

AN 2004:595645 INVESTEXT(tm) REPORT NUMBER:7266152
PGNO PAGE 4 OF 17
DN 7266152
TI APPLICATION SOFTWARE - SALOMON SMITH BARNEY CIO VENDOR CHOICE
AU BELLINI, H., ET AL
CS SALOMON SMITH BARNEY; NEW YORK (STATE OF)
CSR MID-ATLANTIC/MIDDLE ATLANTIC REGION; UNITED STATES OF AMERICA; NORTH
AMERICA
PD 10 Mar 2003
DT INDUSTRY REPORT
FS Text Page; INDUSTRY REPORT
WC 363

L7 ANSWER 4 OF 12 INVESTEXT COPYRIGHT 2003 TFS on STN

AN 2003:650207 INVESTEXT(tm) REPORT NUMBER:8682343
PGNO PAGE 18 OF 40
DN 8682343
TI VERITY, INC. - INITIATING COVERAGE
AU SCHAPPEL, M.W., ET AL
CS MCDONALD INVESTMENTS INC.; OHIO (STATE OF)
CSR MIDWEST/MIDWESTERN REGION; UNITED STATES OF AMERICA; NORTH AMERICA
PD 30 Jul 2002
DT COMPANY REPORT
FS Text Page; COMPANY REPORT
WC 355

L7 ANSWER 5 OF 12 INVESTEXT COPYRIGHT 2003 TFS on STN

EKD 12/12/2003

STN

AN 2000:931974 INVESTEXT(tm) REPORT NUMBER:3598421
PGNO PAGE 3 OF 4
DN 3598421
TI Terra Industries, Inc. - History & Debt
AU Financial Information Services
CS MERGENT FIS - HISTORY & DEBT; NEW YORK (STATE OF)
CSR MID-ATLANTIC/MIDDLE ATLANTIC REGION; UNITED STATES OF AMERICA; NORTH AMERICA
CSTY Source of statistical-tabular-summary information
PD 25 Apr 2000
DT COMPANY REPORT
FS Text Page; COMPANY REPORT
WC 682

L7 ANSWER 6 OF 12 INVESTEXT COPYRIGHT 2003 TFS on STN

AN 2000:260418 INVESTEXT(tm) REPORT NUMBER:3539718
PGNO PAGE 3 OF 4
DN 3539718
TI Terra Industries, Inc. - History & Debt
AU Financial Information Services
CS MERGENT FIS - HISTORY & DEBT; NEW YORK (STATE OF)
CSR MID-ATLANTIC/MIDDLE ATLANTIC REGION; UNITED STATES OF AMERICA; NORTH AMERICA
CSTY Source of statistical-tabular-summary information
PD 25 Sep 1999
DT COMPANY REPORT
FS Text Page; COMPANY REPORT
WC 672

L7 ANSWER 7 OF 12 INVESTEXT COPYRIGHT 2003 TFS on STN

AN 1999:925842 INVESTEXT(tm) REPORT NUMBER:3505533
PGNO PAGE 3 OF 4
DN 3505533
TI Terra Industries, Inc. - History & Debt
AU Financial Information Services
CS MOODY'S INVESTORS SERVICE, HISTORY & DEBT; NEW YORK (STATE OF)
CSR MID-ATLANTIC/MIDDLE ATLANTIC REGION; UNITED STATES OF AMERICA; NORTH AMERICA
CSTY Source of statistical-tabular-summary information
PD 19 Jun 1999
DT COMPANY REPORT
FS Text Page; COMPANY REPORT
WC 675

L7 ANSWER 8 OF 12 INVESTEXT COPYRIGHT 2003 TFS on STN

AN 1999:713775 INVESTEXT(tm) REPORT NUMBER:3477015
PGNO PAGE 3 OF 4
DN 3477015
TI Terra Industries, Inc. - History & Debt
AU Financial Information Services
CS MOODY'S INVESTORS SERVICE, HISTORY & DEBT; NEW YORK (STATE OF)
CSR MID-ATLANTIC/MIDDLE ATLANTIC REGION; UNITED STATES OF AMERICA; NORTH AMERICA
CSTY Source of statistical-tabular-summary information
PD 24 Apr 1999
DT COMPANY REPORT

EKD 12/12/2003

STN

FS Text Page; COMPANY REPORT
WC 672

L7 ANSWER 9 OF 12 INVESTEXT COPYRIGHT 2003 TFS on STN

AN 1999:408686 INVESTEXT(tm) REPORT NUMBER:3454219
PGNO PAGE 3 OF 4
DN 3454219
TI Terra Industries, Inc. - History & Debt
AU Moody's Investors Service
CS MOODY'S INVESTORS SERVICE, HISTORY & DEBT; NEW YORK (STATE OF)
CSR MID-ATLANTIC/MIDDLE ATLANTIC REGION; UNITED STATES OF AMERICA; NORTH AMERICA
CSTY Source of statistical-tabular-summary information
PD 9 Jan 1999
DT COMPANY REPORT
FS Text Page; COMPANY REPORT
WC 718

L7 ANSWER 10 OF 12 INVESTEXT COPYRIGHT 2003 TFS on STN

AN 1999:080328 INVESTEXT(tm) REPORT NUMBER:3404598
PGNO PAGE 4 OF 5
DN 3404598
TI Terra Industries, Inc. - History & Debt
AU Moody's Investors Service
CS MOODY'S INVESTORS SERVICE, HISTORY & DEBT; NEW YORK (STATE OF)
CSR MID-ATLANTIC/MIDDLE ATLANTIC REGION; UNITED STATES OF AMERICA; NORTH AMERICA
CSTY Source of statistical-tabular-summary information
PD 17 Oct 1998
DT COMPANY REPORT
FS Text Page; COMPANY REPORT
WC 558

L7 ANSWER 11 OF 12 INVESTEXT COPYRIGHT 2003 TFS on STN

AN 95:767283 INVESTEXT(tm) REPORT NUMBER:1631733
PGNO PAGE 3 OF 24
DN 1631733
TI Comdial - Company Report
AU Schmidt, M.T.
CS RODMAN & RENSHAW, INC.; NEW YORK (STATE OF)
CSR MID-ATLANTIC/MIDDLE ATLANTIC REGION; UNITED STATES OF AMERICA; NORTH AMERICA
CSTY Financial center investment bank-broker
PD 1 Sep 1995
DT COMPANY REPORT
FS Text Page; COMPANY REPORT
WC 465

L7 ANSWER 12 OF 12 INVESTEXT COPYRIGHT 2003 TFS on STN

AN 92:376626 INVESTEXT(tm) REPORT NUMBER:1239149
PGNO PAGE 18 OF 32
DN 1239149
TI Progress Software Corporation - Company Report
AU Lederman, L.J.
CS WILLIAM BLAIR & COMPANY; ILLINOIS (STATE OF)

EKD 12/12/2003

STN

CSR MIDWEST/MIDWESTERN REGION; UNITED STATES OF AMERICA; NORTH AMERICA
CSTY Regional investment bank-broker
PD 14 Jul 1992
DT COMPANY REPORT
FS Text Page; COMPANY REPORT
WC 528

STN

L8 ANSWER 1 OF 13 COMPUSCIENCE COPYRIGHT 2003 FIZ KARLSRUHE on STN
AN 1996(3):CS41408 COMPUSCIENCE
TI Highlights of the online database industry.
AU Williams, M. E.
SO 13th National Online Meeting.
Williams, M. E.
Medford, NJ, US: 1992. p. 1-4 of 458 p.
Conference: National online meeting 13, New York, NY, US, May 05-07 1992
ISBN: 0-938734-63-6
DT Book Article; Conference
CY Germany, Federal Republic of
LA English
IP FH Potsdam

=> d l8 1-13 bib,kwic

L8 ANSWER 1 OF 13 COMPUSCIENCE COPYRIGHT 2003 FIZ KARLSRUHE on STN
AN 1996(3):CS41408 COMPUSCIENCE
TI Highlights of the online database industry.
AU Williams, M. E.
SO 13th National Online Meeting.
Williams, M. E.
Medford, NJ, US: 1992. p. 1-4 of 458 p.
Conference: National online meeting 13, New York, NY, US, May 05-07 1992
ISBN: 0-938734-63-6
DT Book Article; Conference
CY Germany, Federal Republic of
LA English
IP FH Potsdam

L8 ANSWER 2 OF 13 COMPUSCIENCE COPYRIGHT 2003 FIZ KARLSRUHE on STN
AN 1993(4):ID500 COMPUSCIENCE
TI Gale directory of databases. Volume 1: Online Databases, January 1993.
AU Editor(s): Marcaccio, K. Y.
SO Detroit, MI, US: Gale Research Inc. 1993.
ISBN: 0-8103-8449-3
DT Book
LA English
IP FH Potsdam

L8 ANSWER 3 OF 13 INVESTEXT COPYRIGHT 2003 TFS on STN
AN 2004:557139 INVESTEXT(tm) REPORT NUMBER:7249655
PGNO PAGE 7 OF 11
DN 7249655
TI TELECOMMUNICATIONS EQUIPMENT - BUS TOUR: CONCERNS ABOUT SP SP
AU HENDERSON, A., ET AL
CS SALOMON SMITH BARNEY; NEW YORK (STATE OF)
CSR MID-ATLANTIC/MIDDLE ATLANTIC REGION; UNITED STATES OF AMERICA; NORTH AMERICA
PD 28 Feb 2003
DT INDUSTRY REPORT
FS Text Page; INDUSTRY REPORT
WC 532
SH Juniper Networks (JNPR-\$8.53; 2S)

TEXT

EKD 12/12/2003

STN

Juniper . . . 4.5x our calendar 2003 revenue estimate, towards the high end of the range of its comparable companies. Its peer set, which included the

data networking equipment vendors, trade in the range of 1.1x-4.5x for calendar year 2003 revenue estimates, by our analysis. Juniper has historically garnered and continues to. . .

L8 ANSWER 4 OF 13 INVESTEXT COPYRIGHT 2003 TFS on STN

AN 2004:457533 INVESTEXT(tm) REPORT NUMBER:7205449
PGNO PAGE 1 OF 5
DN 7205449
TI JUNIPER NETWORKS INC.
AU HENDERSON, A., ET AL
CS SALOMON SMITH BARNEY; NEW YORK (STATE OF)
CSR MID-ATLANTIC/MIDDLE ATLANTIC REGION; UNITED STATES OF AMERICA; NORTH AMERICA
PD 5 Feb 2003
DT COMPANY REPORT
FS Text Page; COMPANY REPORT
WC 406
SH VALUATION

TEXT

VALUATION

We . . . 4.5x our calendar 2003 revenue estimate, towards the high end of the range of its comparable companies. Its peer set, which included the

data networking equipment vendors, trade in the range of 1.1x-4.5x for calendar year 2003 revenue estimates, by our analysis. Juniper has historically garnered and continues to. . .

L8 ANSWER 5 OF 13 INVESTEXT COPYRIGHT 2003 TFS on STN

AN 97:577930 INVESTEXT(tm) REPORT NUMBER:1891816
PGNO PAGE 10 OF 13
DN 1891816
TI Fisher Scientific International, Inc. - Company Report
AU Betso, S.D.
CS LEGG MASON WOOD WALKER, INC.; MARYLAND (STATE OF)
CSR SOUTHERN ATLANTIC REGION; UNITED STATES OF AMERICA; NORTH AMERICA
CSTY Financial center investment bank-broker
PD 28 May 1997
DT COMPANY REPORT
FS Text Page; COMPANY REPORT
WC 380
SH Fisher Technology Group: A Key To Growth

TEXT

FTG . . . with relatively no margin on the products supplied, the third-party business now represents approximately \$30-\$40 million of purchasing. Approximately 700,000 products from 6,000 suppliers are ***included*** in the

EKD 12/12/2003

STN

database. Fisher, with its development partner San Diego Gas & Electric Company, has integrated FTG's technology, SPS's third-party procurement and the company's Worldwide. . .

L8 ANSWER 6 OF 13 INVESTEXT COPYRIGHT 2003 TFS on STN

AN 94:776011 INVESTEXT(tm) REPORT NUMBER:1519038
PGNO PAGE 3 OF 7
DN 1519038
TI PLATINUM Technology - Company Report
AU Michnoff, F., et al
CS DONALDSON, LUFKIN & JENRETTE SECURITIES; NEW YORK (STATE OF)
CSR MID-ATLANTIC/MIDDLE ATLANTIC REGION; UNITED STATES OF AMERICA; NORTH AMERICA
CSTY Financial center investment bank-broker
PD 20 Oct 1994
DT COMPANY REPORT
FS Text Page; COMPANY REPORT
WC 344
SH Important Points

TEXT

Acquisitions . . . profile. During the quarter, PLATINUM announced the acquisition of Aston Brooke, a privately-held supplier of performance monitoring tools, and Dimeric Development, a closely-held
supplier of

database administration tools for Oracle's database. We estimate Aston Brooke's and Dimeric's annual revenue at approximately \$2 million each. These transactions bring the. . .

L8 ANSWER 7 OF 13 INVESTEXT COPYRIGHT 2003 TFS on STN

AN 94:280031 INVESTEXT(tm) REPORT NUMBER:1448541
PGNO PAGE 2 OF 5
DN 1448541
TI Platinum Technology - Company Report
AU Michnoff, F., et al
CS PRUDENTIAL SECURITIES INC.; NEW YORK (STATE OF)
CSR MID-ATLANTIC/MIDDLE ATLANTIC REGION; UNITED STATES OF AMERICA; NORTH AMERICA
CSTY Financial center investment bank-broker
PD 19 Apr 1994
DT COMPANY REPORT
FS Text Page; COMPANY REPORT
WC 430
SH First-Quarter Results And Rating

TEXT

Spending . . . willing to make investments in their existing systems.

PLATINUM Is Increasingly Focusing On Client/Server. PLATINUM technology recently acquired Datura, a small, privately held
supplier
of **database** management system (DBMS) utilities for Sybase and Oracle

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STN

databases. We consider this a strategic acquisition for PLATINUM; it enables the company to. . .

L8 ANSWER 8 OF 13 INVESTEXT COPYRIGHT 2003 TFS on STN

AN 94:200744 INVESTEXT(tm) REPORT NUMBER:1426086
PGNO PAGE 2 OF 5
DN 1426086
TI Platinum Technology - Company Report
AU Michnoff, F., et al
CS PRUDENTIAL SECURITIES INC.; NEW YORK (STATE OF)
CSR MID-ATLANTIC/MIDDLE ATLANTIC REGION; UNITED STATES OF AMERICA; NORTH AMERICA
CSTY Financial center investment bank-broker
PD 2 Mar 1994
DT COMPANY REPORT
FS Text Page; COMPANY REPORT
WC 424
SH Fourth Quarter Results, Outlook And Rating

TEXT

Operating . . . at higher levels than in the past.

Platinum Is Increasingly Focusing On Client/Server. Platinum technology recently acquired Datura, a small privately held ***supplier*** of

database management system (DBMS) utilities for Sybase and Oracle databases. This is a strategic acquisition for Platinum; it enables the company to better. . .

L8 ANSWER 9 OF 13 INVESTEXT COPYRIGHT 2003 TFS on STN

AN 93:069620 INVESTEXT(tm) REPORT NUMBER:1294549
PGNO PAGE 1 OF 24
DN 1294549
TI Software Scene: January 1993 - Industry Report
AU Smith, S.M., et al
CS DONALDSON, LUFKIN & JENRETTE SECURITIES; NEW YORK (STATE OF)
CSR MID-ATLANTIC/MIDDLE ATLANTIC REGION; UNITED STATES OF AMERICA; NORTH AMERICA
CSTY Financial center investment bank-broker
PD 18 Jan 1993
DT INDUSTRY REPORT
FS Text Page; INDUSTRY REPORT
WC 407
SH 1992 Performance Summary

TEXT

Unfortunately, . . . and Symantec (-69.4%). In the highly competitive CASE arena, Easel (-67.3%) lost ground, while Sapiens (+126.1%) captured a leadership position. Other big winners **included** relational **database vendors** Informix (+427.3%) and Oracle (+95.7%), and consumer software czar Electronic Arts (+115.7%). Computer Associates (+78.0%) also delivered a strong performance.

L8 ANSWER 10 OF 13 INVESTEXT COPYRIGHT 2003 TFS on STN

EKD 12/12/2003

STN

AN 89:147446 INVESTEXT(tm) REPORT NUMBER: 925561
PGNO PAGE 18 OF 19
DN 925561
TI Goal Systems International - Company Report
AU Mendelson, J.C.
CS MORGAN STANLEY & CO. INC.; NEW YORK
CSR MID-ATLANTIC/MIDDLE ATLANTIC STATES; UNITED STATES OF AMERICA; NORTH AMERICA
CSTY Financial center investment bank-broker
PD 27 Jun 1989
DT COMPANY REPORT
FS Text Page; COMPANY REPORT
WC 391
SH Management

TEXT

MANAGEMENT

. . . Officer James Rutherford, prior to joining Goal in 1976, held a variety of technical positions at Cincom -- a well known, privately held vendor of database-management systems.

David Wetmore, president and chief operating officer, joined Goal in 1988, after having worked with Peat Marwick Main & Company. . .

L8 ANSWER 11 OF 13 INVESTEXT COPYRIGHT 2003 TFS on STN

AN 88:159640 INVESTEXT(tm) REPORT NUMBER: 827284
PGNO PAGE 2 OF 33
DN 827284
TI Software Industry - Report
AU Therrien, R.
CS PAINE WEBBER INC.; NEW YORK
CSR MID-ATLANTIC/MIDDLE ATLANTIC STATES; UNITED STATES OF AMERICA; NORTH AMERICA
CSTY Financial center investment bank-broker
PD 10 Nov 1988
DT INDUSTRY REPORT
FS Text Page; INDUSTRY REPORT
WC 492
SH Investment Posture

TEXT

PW's . . . appears to have good products, but will need to beef up its marketing. Informix appears to be in tough shape.

Two privately held database vendors, Sybase and Interbase, have interesting strategies, which we will also examine briefly.

Recommended stock selection

We rate Ashton-Tate a buy (1), Cullinet. . .

L8 ANSWER 12 OF 13 INFODATA COPYRIGHT 2003 FHS Potsdam on STN

EKD 12/12/2003

STN

AN 1994(9):2002 INFODATA ON: 94-02002 (GMD-IZ)
Call No.: UC1 0000124
TI Highlights of the online database industry.
AU Williams, M. E.
SO 13th National Online Meeting. Proceedings. New York, May 5-7, 1992.
Adapter(s): Williams, M. E.
Learned Information (LI), Medford, NJ (US)
Medford, NJ, US: 1992, p. 1-4 of 458 p., 3 refs.
Conference: National online meeting 13, New York, NY, US,
1992.05.05-1992.05.07
ISBN: 0-938734-63-6
CY United States
DT Book article; Conference.
TC General review
LA English
AB. . . continues to grow in use and revenues. As in past years I will
provide statistics for numbers of databases, records contained
in them, **database** producers, **vendors** or hosts of
online/time-sharing services, online searches, connect hours, and revenues
associated with online searches. The statistics on databases, records, . . .

L8 ANSWER 13 OF 13 INFODATA COPYRIGHT 2003 FHS Potsdam on STN
AN 1987(7):2518 INFODATA ON: not for ordering
Call No.: CB1 87-0182
TI Information sources 1987.
The annual directory of the Information Industry Association.
AU Editor(s): Van Gorden, B. E.
CS Information Industry Association (IIA) Washington (DC, US)
SO Washington, DC, US: 1987, 539 p.
ISBN: 0-942774-23-X ISSN: 0734-9637
CY United States
DT Dictionary (Encyclopedia)
LA English
AB. . . The directory profiles about 460 of the leading information vendors,
their key executives and the products and services they offer.
Included are: **database** producers, information providers,
financial information **vendors**, publishers, clearinghouses,
information brokers, libraries or system operators, software services,
transaction processing, research and consulting services, commercial
information processing services, . . .

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STN

L10 ANSWER 1 OF 5 .INVESTEXT COPYRIGHT 2003 TFS on STN

AN 2001:555688 INVESTEXT(tm) REPORT NUMBER:2289231
PGNO PAGE 23 OF 44
DN 2289231
TI TELE ATLAS BV
AU BAEUMER, M., ET AL
CS DEUTSCHE BANC ALEX. BROWN - EUROPE; UNITED KINGDOM/GREAT BRITAIN/BRITISH ISLES
CSR WESTERN EUROPE REGION; EUROPE
CSTY Financial center investment bank-broker
PD 11 Sep 2000
DT COMPANY REPORT
FS Text Page; COMPANY REPORT
WC 408
SH Production Summary

TEXT

Some of the data are procured from business partners like Deutsche Post AG, which supplies Tele Atlas with information on house numbers relative to road junctions and changes in the road network. There are similar agreements with other **distributors** or official agencies.

(Graphical Material Omitted - Call Your Client Service Representative For Availability: Figure 23: Tele Atlas: Production Process)

The next step is **entry** of the data into the **database**, and special instruments have been developed for this purpose, including both software and combinations of hardware. This is a revolving process, which ensures that the data are always up to date.

A further task is the definition of data in the **database**. Data is either **entered** as an existing type, or a new type has to be created. In the first case, new types of information can be processed directly, while the data model has to be adapted to process the second type of data.

Data collection is decentral but data processing is effected at central points, namely in Gent and India.

The wholly-owned subsidiary in India is fully integrated in the production process, and Tele Atlas has total control of production operations. This means that the quality of the Indian product is comparable to that in western Europe, while the production costs are far lower.

Quality assurance is also part and parcel of the production process, and Tele Atlas has set up a separate quality and production control department. The company's quality management system is based on the guidelines of the European Foundation for Quality Management.

The REACT programme is a further integral part of the process. This programme is used to ensure systematic recording and processing of information from users on shortcomings or errors in the database.

EKD 12/12/2003

STN

Development Goals

Efforts are now focusing on two main objectives: the storage of geographic names as phonemes and the recording of signpost designations.

Advances in speech control now make it possible to store place names as phonemes. We believe that speech enabling will be the next step in the development of in-car computers and hence in navigation systems. The precondition is that the speech-enabled software can draw on suitable data in the database. To meet this condition, Tele Atlas has acquired a 50.4% interest in Phonetic Topographics N.V. This company specialises in technology development for the translation of geographic names into phonemes which are capable of being geo-coded in digital maps, enabling interactive voice commands for navigation systems.

Valuation

CO TELE ATLAS BV (Ticker Symbol: TELEAT)
CA BELGIUM
COR WESTERN EUROPE REGION; EUROPE
CT LINES OF BUSINESS/PRODUCTS
DP NAVIGATION SYSTEMS
SIC 3812
CC AEROSP AEROSPACE; COMPUT COMPUTERS & OFFICE EQUIPMENT; ELECTS
ELECTRICAL & ELECTRONICS

L10 ANSWER 2 OF 5 INVESTEXT COPYRIGHT 2003 TFS on STN

AN 2000:709064 INVESTEXT(tm) REPORT NUMBER:2037661
PGNO PAGE 5 OF 42
DN 2037661
TI FRANCE ENTERPRISE APPLICATION CONSULTING, UPDATE
AU KOSTER, J., ET AL
CS DRESDNER KLEINWORT BENSON SECURITIES LIMITED; UNITED KINGDOM/GREAT
BRITAIN/BRITISH ISLES
CSR WESTERN EUROPE REGION; EUROPE
CSTY Financial center investment bank-broker
PD 4 Jan 2000
DT INDUSTRY REPORT
FS Text Page; INDUSTRY REPORT
WC 486
SH ERP Market

TEXT

The French ERP market differentiates from other markets on two points: (1) the SAP dominance is much stronger in France than in the global market and (2) the penetration rate is far lower in France than in the US and in other continental European countries.

The macro trends at SAP are broadly representative of the core ERP market in France

SAP has 31% of the global ERP market and therefore the global ERP trends are broadly representative of the macro trends at SAP. SAP is even more successful in France where it commands a much higher market

STN

share (44.5% of licence revenue).

ERP vendors market share licence revenue, 1998

(Graphical Material Omitted: Worldwide-ERP Vendors Market
Share Licence
Revenue, 1998)

(Graphical Material Omitted: France-ERP Vendors Market
Share Licence
Revenue, 1998)

ERP penetration rate is far lower in France than in the US and in
other continental European countries

ERP has achieved a much lower penetration rate in France than in
the US and most other European countries, except for the UK. The charts
below present the findings of a recent survey conducted by Cap Gemini.
For the purpose of this survey, ERP was defined as a set of standard
functional modules (finance, payroll, manufacturing resource planning,
logistics, order entry, purchasing, etc.) sharing the same
database. A

company is considered to be an ERP user when at least two modules have
been installed. The survey shows that the proportion of companies
equipped with ERP is much lower in France (31%) than in the US (48%)
and the rest of Europe (50%).

The number of modules installed by each user is also much lower in
France (2.1 on average) than in the US (2.4) and the rest of Europe
(2.8). Based on this study, it can be estimated that the France is the
least mature ERP market in continental Europe, lagging the rest of
Europe by around one year. This takes into account the fact that this
survey was conducted during the summer of 1998 for France, and between
March and May 1999 for the other European countries where one third of
systems had been installed during the previous eighteen months. That is
why we expect France (38.5% in 1998 and 26% in 1999-2000) to recorded
stronger growth than the world market (24% in 1998, -10% in 1999 and
33% in 2000).

(Graphical Material Omitted: ERP Penetration By Country)

(Graphical Material Omitted: Average Number Of Modules Incorporated In
Each ERP System By Country)

ERP market growth

Y2K has significantly influenced the shape of the ERP market over
1996-1999. Y2K rollover was the most frequently cited reason for
adopting ERP by European companies in Cap Gemini's ERP 1999 survey. We
believe that the ERP market will resume licence growth in 2000. In
June, AMR Research estimated that the ERP licence market would advance
at 34% pa over the period 2000-2003.

The slowdown in the ERP/licence growth rate will reverse
CT INDUSTRY OVERVIEW/OUTLOOK

L10 ANSWER 3 OF 5 INVESTEXT COPYRIGHT 2003 TFS on STN

AN 1998:396122 INVESTEXT(tm) REPORT NUMBER:2655756

EKD 12/12/2003

STN

PGNO PAGE 5 OF 10

DN 2655756

TI BMC Software - Company Report

AU Brosseau, A.C.

CS COWEN & COMPANY; MASSACHUSETTS (COMMONWEALTH OF)

CSR NEW ENGLAND/NORTHEAST REGION; UNITED STATES OF AMERICA; NORTH AMERICA

CSTY Financial center investment bank-broker

PD 4 Feb 1998

DT COMPANY REPORT

FS Text Page; COMPANY REPORT

WC 511

SH Market Background

TEXT

(Graphical Material Omitted - Call Boston (617) 856-2704, U.S./Canada (800) 662-7878, U.K./Europe (+44) (0) 171 369 7860 for Price and Availability: Systems Management Market Segments 1996-2001)

IDC sizes the performance management market, including database tools and utilities, at \$2.4B in 1996 and expects it to rise 12% annually to \$4.2B in 2001. The traditional performance management market includes performance monitoring, simulation and resource accounting tools and was about \$1.8B in 1996. While mainframe products from vendors like Computer Associates, Candle and Boole & Babbage still generate the most revenues, new Unix and Windows NT products like BMC's Patrol, Platinum Technology's Server Vision and Compuware's EcoSystems series are getting stronger and driving most of the growth in this segment. Database tools and utilities account for \$600MM in revenues. These products, which primarily address mainframe databases, help database administrators (DBAs) manage all aspects of database resources, including reorganizing tables, loading, unloading and moving data and optimizing database structure and performance. BMC is by far the leading vendor here, with nearly 70% market share, with Platinum Technology and a few smaller vendors following.

(Graphical Material Omitted - Call Boston (617) 856-2704, U.S./Canada (800) 662-7878, U.K./Europe (+44) (0) 171 369 7860 for Price and Availability: Performance Management Market 1996-2001)

As in other parts of the enterprise software market, these overall growth rates are distorted by an underlying shift from older host-based platforms to distributed client/server systems. IDC has identified a subset of the overall systems management market called distributed operations management that is restricted to products designed to manage distributed systems and includes job scheduling, event automation, output management, performance management, storage management and problem management products running across multiple operating systems. IDC sizes the distributed operations management market at \$2.25B in 1996 and projects growth of 24% annually to \$6.65B in 2001. Subtracting these figures for IDC's estimates for the overall operations management market shows the non-distributed portion growing just 9% annually from \$3.34B in 1996 to \$5.08B in 2001.

(Graphical Material Omitted - Call Boston (617) 856-2704, U.S./Canada (800) 662-7878, U.K./Europe (+44) (0) 171 369 7860 for Price and Availability: Distributed Vs. Non-Distributed Operations Management Markets 1996-2001)

EKD 12/12/2003

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* Emergence Of Applications Management

Like other parts of the systems management business, the definition and dimensions of the performance management market have steadily changed over time. The market grew up around point tools aimed at tuning the performance of specific systems components, including the network, CPU and software. One of the most lucrative markets over the past few years has been for DBMS performance tuning tools, highlighted by products from BMC Software, CompuWare and Platinum Technology. Increasingly, however, these vendors and others are expanding the definition of performance management in two directions. First, point solutions are expanding to include a more complete view of the entire computing environment, including the network, systems, infrastructure software and applications. Second, there is a growing tie between traditional event management and performance management as vendors look to offer real-time tuning capabilities. Dubbed "applications management", these new solutions provide a superior approach for monitoring and tuning the performance of applications.

CO BMC SOFTWARE INC. (Ticker Symbol: BMCS; Other Codes: 99400)
CA TEXAS (STATE OF)
COR SOUTHWEST/SOUTHWESTERN REGION; UNITED STATES OF AMERICA; NORTH AMERICA
CT MARKET SHARE: COMPANY/BRAND; SALES/EARNINGS; PROJECTIONS; MARKET SIZE/DEMOGRAPHICS
DP SOFTWARE
SIC 7372
CC DATAPR DATA PROCESSING

L10 ANSWER 4 OF 5 INVESTEXT COPYRIGHT 2003 TFS on STN

AN 97:187353 INVESTEXT(tm) REPORT NUMBER:1845782
PGNO PAGE 19 OF 41
DN 1845782
TI Data Networking Industry - Industry Report
AU Bellace, J.J., et al
CS MERRILL LYNCH CAPITAL MARKETS; NEW YORK (STATE OF)
CSR MID-ATLANTIC/MIDDLE ATLANTIC REGION; UNITED STATES OF AMERICA; NORTH AMERICA
CSTY Financial center investment bank-broker
PD 13 Jan 1997
DT INDUSTRY REPORT
FS Text Page; INDUSTRY REPORT
WC 413
SH Remote Access

TEXT

The chassis-based high-end concentrator usually comes with an Ethernet LAN connection, remote access server hardware, a PRIT/T1 dual-port card or cards, and integrated channel service units (CSUs). Support for additional capabilities may include: digital modems, ISDN or frame relay communications software, security and authentication programs, and network management support.

RAS Concentrator Market

According to IDC, almost 1.1 million ports (b-channels plus async ports) were shipped during the first half of 1996, with end-user revenue of \$652 million. With about 21,500 RAS concentrators shipped,

EKD 12/12/2003

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this translates to \$30,400 per concentrator each equipped with 50 ports on average.

Merrill Lynch/IDC Remote Access Survey

Merrill Lynch in conjunction with IDC conducted a telephone survey of 100 U.S.-based LAN managers and MIS directors during March 1996. The following are the highlights of the remote access survey:

- * The principal reason for deploying remote access at sites across all levels of implementation was for email usage. Database access ranked second and is expected to experience the greatest percentage increase in usage over the next year.

- * The key factors behind the selection process for a remote access vendor included reliability and performance. Price actually ranked fairly low as a factor in the selection process.

- * The leading remote access server vendors mentioned in this survey were Shiva and Cisco. We believe that Ascend, which is a significant **vendor** in remote access, was totally **absent** from the survey because the company's target accounts are ISPs and carriers and as such, did not show up on a survey of corporate sites.

- * In terms of spending expectations, 18% of the respondents plan to increase spending for remote access equipment in 1996 by over 50%. Another 24% anticipate increases in the 15-29% range.

Market Participants

Traditional **data networking** vendors have *****entered***** the remote access market largely through acquisitions (Cisco/Combinet; Bay Networks/Xylogics; and 3Com/Primary Access). But Ascend and Shiva (primarily remote access companies) and U.S. Robotics (a traditional modem vendor) remain the market leaders. See Figure 5 for fixed-port remote access server and RAS concentrators vendor market shares and Table 6 for the combined market share positions. Table 7 compares leading product offerings.

Figure 5
Worldwide Remote Access Servers
1996 First Half

(Graphical Material Omitted - Call Boston (617) 345-2704, U.S.
(800) 662-7878, U.K. (171) 815-3800 Or Canada (800) 544-5651
For Price And Availability: Fixed-Port Remote Access Servers)

(Graphical Material Omitted - Call Boston (617) 345-2704, U.S.
(800) 662-7878, U.K. (171) 815-3800 Or Canada (800) 544-5651
For Price And Availability: RAS Concentrators)

CT COMPANY ANALYSES; MARKET SIZE/DEMOGRAPHICS; ORDERS AND CONTRACTS; INDUSTRY
OVERVIEW/OUTLOOK
DP NETWORK MANAGERS
SIC 7373
CC COMPUTERS & OFFICE EQUIPMENT; DATAPR DATA PROCESSING; TELECOM
TELECOMMUNICATIONS

STN

L10 ANSWER 5 OF 5 INVESTEXT COPYRIGHT 2003 TFS on STN

AN 95:924114 INVESTEXT(tm) REPORT NUMBER:1646814
PGNO PAGE 27 OF 115
DN 1646814
TI Electronics: Japan - Industry Report
AU Yamamoto, T., et al
CS MORGAN STANLEY & CO. INC.; NEW YORK (STATE OF)
CSR MID-ATLANTIC/MIDDLE ATLANTIC REGION; UNITED STATES OF AMERICA; NORTH AMERICA
CSTY Financial center investment bank-broker
PD 9 Oct 1995
DT INDUSTRY REPORT
FS Text Page; INDUSTRY REPORT
WC 444
SH Electronics Sector Model Portfolio - Consumer Electronics

TEXT

Yen Depreciation Widens Performance Gap

In the early 1990s the Japanese electronics industry invested heavily in Hollywood, promoted various multimedia strategies, and began large-scale offshore transfers of production to combat the strong yen. With the experience gained from the Hollywood investment, and the sudden downturn of the yen, companies must now rethink their approach to multimedia, restructure core operations, and effectively focus management resources on businesses with medium-term growth potential. Key strategies are likely to include: (1) groupwide downsizing; (2) further expansion of offshore production and use of imported inputs; and (3) stronger focus on key devices such as semiconductors, LCDs, small high-function batteries, and other core components. The rapid fall of the yen should put a brake on profit deterioration, allowing for a breathing space. But we think that by the later 1990s the weak yen will widen the performance gap among companies.

The Bet on DVD and Wall TV

Firms have begun to take concrete action on DVD and wall TVs, the expected growth products of the latter 1990s. On September 15, two groups offering different DVD standards agreed on a compromise. If details can be worked out this October, DVD could be on the market next fall. For wall TV, Fujitsu, NEC, and MEI are using color plasma panels (PDP). Sony is using Plasmatron, plasma-address liquid crystal. Both groups aim to launch products next autumn. Success could depend on low costs and skillful marketing.

(Graphical Material Omitted - Call Boston (617) 345-2704, U.S. (800) 662-7878, U.K. (171) 815-3800 Or Canada (800) 544-5651 For Price And Availability: Figure 7 - Consumer Electronics: Production And Exports 1990-95)

Domestic production has declined since 1992. Exports have slipped due to rising offshore production and the strong yen. Domestic demand has been slack. Firms have boosted capacity for TVs, VCRs, mini-components, cassette tape recorders, etc.. Imports from Southeast Asia are rising. In June, imported TVs exceeded domestic shipments in unit terms for the first time ever. The export decline is gradually slowing in yen terms thanks to the yen depreciation.

STN

(Graphical Material Omitted - Call Boston (617) 345-2704, U.S. (800) 662-7878, U.K. (171) 815-3800 Or Canada (800) 544-5651 For Price And Availability: Figure 8 - Domestic Color TV, VCR, And Camcorder Sales 1990-95)

Domestic TV and VCR shipments have been strong since fall 1994. Replacement demand from the previous peak has emerged and the market is stimulated by low-cost imports from Southeast Asia. Price competition remains intense. Since January 1995, VCR shipments have been up sharply, but mainly because bargain **supplier** Funai (**unlisted**) has been

added to the data base. Total domestic shipments of VCRs look set to surpass the 1988 historical peak of 7.16 million.

CT INDUSTRY OVERVIEW/OUTLOOK; MARKET SIZE/DEMOGRAPHICS; ORDERS AND CONTRACTS;
PROJECTIONS
DP SEMICONDUCTORS
SIC 3674
CC SEMICO SEMICONDUCTORS
DP ELECTRONIC COMPONENTS
SIC 3670
CC ELECTS ELECTRICAL & ELECTRONICS
DP VIDEO DISCS
SIC 7812
CC ELECTS ELECTRICAL & ELECTRONICS; LSRREC LEISURE & RECREATION
DP TELEVISION SETS
SIC 3651
CC ELECTS ELECTRICAL & ELECTRONICS; HSEAPP HOUSEHOLD APPLIANCES
DP DISPLAY COMPONENTS
SIC 3577
CC COMPUT COMPUTERS & OFFICE EQUIPMENT
DP VIDEO CASSETTE RECORDERS
SIC 3651
CC ELECTS ELECTRICAL & ELECTRONICS; HSEAPP HOUSEHOLD APPLIANCES; LSRREC
LEISURE & RECREATION

STN

L11 ANSWER 1 OF 12 INVESTEXT COPYRIGHT 2003 TFS on STN

AN 2005:024400 INVESTEXT(tm) REPORT NUMBER:7440596
PGNO PAGE 42 OF 49
DN 7440596
TI CIO VENDOR CHOICE SURVEY - JUNE 2003
AU GARDNER, R., ET AL
CS SMITH BARNEY CITIGROUP (US RESEARCH); NEW YORK (STATE OF)
CSR MID-ATLANTIC/MIDDLE ATLANTIC REGION; UNITED STATES OF AMERICA; NORTH AMERICA
PD 16 Jun 2003
DT INDUSTRY REPORT
FS Text Page; INDUSTRY REPORT
WC 22
SH Data Networking Vendors

TEXT

(Graphical Material Omitted Layer 4-7 Traffic Management/Load Balancing)

(Graphical Material Omitted Please Indicate Your Primary And Secondary Data

Networking Vendors (Multiple Responses))

L11 ANSWER 2 OF 12 INVESTEXT COPYRIGHT 2003 TFS on STN

AN 2001:694148 INVESTEXT(tm) REPORT NUMBER:4361165
PGNO PAGE 8 OF 8
DN 4361165
TI Data Transmission Network Cor - HISTORY & DEBT
AU Financial Information Services
CS MERGENT FIS - HISTORY & DEBT; NEW YORK (STATE OF)
CSR MID-ATLANTIC/MIDDLE ATLANTIC REGION; UNITED STATES OF AMERICA; NORTH AMERICA
CSTY Source of statistical-tabular-summary information
PD 14 Nov 2000
DT COMPANY REPORT
FS Text Page; COMPANY REPORT
WC 556
SH Business Description

TEXT

vehicle values.

DTN Joint Venture Services

DTN joined forces with several companies to market their services using DTN technology. These services are DAT Transportation Terminal, TracElectric, DTN InfoLink and DTN Missing Children Information Center (MCIC).

DTN InfoLink

DTN InfoLink provides real-time news, weather, sports and market information to the grocery and transportation industries. With the addition of card reader terminals and printing technologies, unique promotions and product offerings can be delivered to public use kiosks. These kiosks allow coupon redemption, printing of recipes.

EKD 12/12/2003

STN

DAT

The DAT (Dial-A-Truck) Transportation Terminal service, located in Beaverton, OR, is an information communication system for the trucking industry. The service provides load and truck matching performed on a database of 100,000 listings updated daily.

DAT allows subscribers to input their listings into the DTN receiver and send this information to a database using the internal modem.

The service also provides regional radar weather maps of major highways and interstate systems, transportation news, diesel fuel prices and other financial information related to the trucking industry.

DAT targets all freight brokers and carriers throughout the United States, Canada and Mexico.

TracElectric

TracElectric is an equipment locator service for the electrical equipment industry. This service provides over 100 pages of surplus and used electrical equipment listings. The service connects buyers and sellers throughout the United States and Canada.

Missing Children Information Program

DTN Missing Children Information Center (MCIC) provides instant transmission of data regarding children in danger to local, regional, national and Canadian outlets. In an effort to assist parents, police and the National Center for Missing and Exploited Children (NCMEC) in locating missing children and the criminals involved, photos and information regarding these children are posted as a public service on all DTN color systems.

SH Subsidiaries

TEXT

Subsidiaries
Kavouras, Inc.
National Datamax
Weather Services Corporation
DTN Market Communications Group, Inc.
Paragon Software, Inc.
Asset Growth Corporation
Electronic Futures Trading Corporation

TT Property

TEXT

PROPERTY:

The Company leases its executive and administrative offices in Omaha, Nebraska. Approximately 108,000 square feet of office space is leased for these offices. The Company also occupies approximately 19,000 square feet of office space located in Urbandale, Iowa, through the Broadcast Partners acquisition. As part of the acquisition of Kavouras,

EKD 12/12/2003

STN

Inc., the Company acquired a building in Burnsville, Minnesota with approximately 52,000 square feet which is Kavouras' headquarters. The Houston Company also leases office space in Lubbock, Texas; Memphis, Tennessee; San Diego, California; Milwaukee, Wisconsin; Red Bank, New Jersey; Houston, Texas; and Lexington, Massachusetts for business operations related to acquisitions.

In addition, the Company leases three distribution centers for the purpose of storing and distributing the electronic equipment needed by subscribers to receive the company's services. The main distribution center is located in Omaha, Nebraska and occupies approximately 28,000 square feet. The Company also serves its Canadian subscribers with a 2,500 square foot distribution center located in Winnipeg, Manitoba. Approximately 7,000 square feet, located in Urbandale, Iowa, was added to the Company's distribution center by way of the 1996 acquisition.

TT Qrtly Financial Highlights, 12/31/99, 12/31/95 & 12/31/98

TEXT

Quarterly Financial Highlights (in thousands):

	12/31/99	12/31/95	Variance	12/31/99	12/31/98
Revenue	42,163	16,262	25,901	166,509	148,986
Op.					
Inco	-1,615	1,394	-3,009	4,157	4,163
Net					
Inc.	-2,542	-139	-2,402	-3,707	-3,743
EPS	-.22		N.M.	-.32	-.33

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CO DATA TRANSMISSION NETWORK (Ticker Symbol: DTLN)

CA NEBRASKA (STATE OF)

COR MIDWEST/MIDWESTERN REGION; UNITED STATES OF AMERICA; NORTH AMERICA

CT COMPANY DESCRIPTION; CORPORATE STRUCTURE; PROPERTY, PLANT AND EQUIPMENT; QUARTERLY/INTERIM RESULTS; SALES/EARNINGS; EARNINGS PER SHARE

L11 ANSWER 3 OF 12 INVESTEXT COPYRIGHT 2003 TFS on STN

AN 2001:555688 INVESTEXT(tm) REPORT NUMBER:2289231

PGNO PAGE 23 OF 44

DN 2289231

TI TELE ATLAS BV

AU BAEUMER, M., ET AL

CS DEUTSCHE BANC ALEX. BROWN - EUROPE; UNITED KINGDOM/GREAT BRITAIN/BRITISH ISLES

CSR WESTERN EUROPE REGION; EUROPE

CSTY Financial center investment bank-broker

PD 11 Sep 2000

DT COMPANY REPORT

FS Text Page; COMPANY REPORT

WC 408

SH Production Summary

TEXT

EKD 12/12/2003

STN

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STN

CO TELE ATLAS BV (Ticker Symbol: TELEAT)
CA BELGIUM
COR WESTERN EUROPE REGION; EUROPE
CT LINES OF BUSINESS/PRODUCTS
DP NAVIGATION SYSTEMS
SIC 3812
CC AEROSP AEROSPACE; COMPUT COMPUTERS & OFFICE EQUIPMENT; ELECTS
ELECTRICAL & ELECTRONICS

L11 ANSWER 4 OF 12 INVESTEXT COPYRIGHT 2003 TFS on STN

AN 2001:297003 INVESTEXT(tm) REPORT NUMBER:4327453
PGNO PAGE 8 OF 8
DN 4327453
TI Data Transmission Network Cor - History & Debt
AU Financial Information Services
CS MERGENT FIS - HISTORY & DEBT; NEW YORK (STATE OF)
CSR MID-ATLANTIC/MIDDLE ATLANTIC REGION; UNITED STATES OF AMERICA; NORTH
AMERICA
CSTY Source of statistical-tabular-summary information
PD 8 Aug 2000
DT COMPANY REPORT
FS Text Page; COMPANY REPORT
WC 556
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TEXT

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EKD 12/12/2003

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PROPERTY:

The Company leases its executive and administrative offices in Omaha, Nebraska. Approximately 108,000 square feet of office space is leased for these offices. The Company also occupies approximately 19,000 square feet of office space located in Urbandale, Iowa, through the Broadcast Partners acquisition. As part of the acquisition of Kavouras, Inc., the Company acquired a building in Burnsville, Minnesota with approximately 52,000 square feet which is Kavouras' headquarters. The Houston Company also leases office space in Lubbock, Texas; Memphis, Tennessee; San Diego, California; Milwaukee, Wisconsin; Red Bank, New Jersey; Houston, Texas; and Lexington, Massachusetts for business operations related to acquisitions.

In addition, the Company leases three distribution centers for the purpose of storing and distributing the electronic equipment needed by subscribers to receive the company's services. The main distribution center is located in Omaha, Nebraska and occupies approximately 28,000 square feet. The Company also serves its Canadian subscribers with a 2,500 square foot distribution center located in Winnipeg, Manitoba. Approximately 7,000 square feet, located in Urbandale, Iowa, was added to the Company's distribution center by way of the 1996 acquisition.

STN

TT Qtly Financial Highlights, 12/31/99, 12/31/95 & 12/31/98

TEXT

Quarterly Financial Highlights (in thousands):

	12/31/99	12/31/95	Variance	12/31/99	12/31/98
Revenue	42,163	16,262	25,901	166,509	148,986
Op.					
Inco	-1,615	1,394	-3,009	4,157	4,163
Net					
Inc.	-2,542	-139	-2,402	-3,707	-3,743
EPS	-.22		N.M.	-.32	-.33

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CO DATA TRANSMISSION NETWORK (Ticker Symbol: DTLN; Other Codes: 1671700)

CA NEBRASKA (STATE OF)

COR MIDWEST/MIDWESTERN REGION; UNITED STATES OF AMERICA; NORTH AMERICA

CT COMPANY DESCRIPTION; CORPORATE STRUCTURE; PROPERTY, PLANT AND EQUIPMENT; QUARTERLY/INTERIM RESULTS; SALES/EARNINGS; EARNINGS PER SHARE

L11 ANSWER 5 OF 12 INVESTEXT COPYRIGHT 2003 TFS on STN

AN 2000:709064 INVESTEXT(tm) REPORT NUMBER:2037661

PGNO PAGE 5 OF 42

DN 2037661

TI FRANCE ENTERPRISE APPLICATION CONSULTING UPDATE

AU KOSTER, J., ET AL

CS DRESDNER KLEINWORT BENSON SECURITIES LIMITED; UNITED KINGDOM/GREAT BRITAIN/BRITISH ISLES

CSR WESTERN EUROPE REGION; EUROPE

CSTY Financial center investment bank-broker

PD 4 Jan 2000

DT INDUSTRY REPORT

FS Text Page; INDUSTRY REPORT

WC 486

SH ERP Market

TEXT

The French ERP market differentiates from other markets on two points: (1) the SAP dominance is much stronger in France than in the global market and (2) the penetration rate is far lower in France than in the US and in other continental European countries.

The macro trends at SAP are broadly representative of the core ERP market in France

SAP has 31% of the global ERP market and therefore the global ERP trends are broadly representative of the macro trends at SAP. SAP is even more successful in France where it commands a much higher market share (44.5% of licence revenue).

ERP vendors market share licence revenue, 1998

(Graphical Material Omitted: Worldwide-ERP Vendors Market

EKD 12/12/2003

STN

Share Licence
Revenue, 1998)

(Graphical Material Omitted: France-ERP Vendors Market
Share Licence
Revenue, 1998)

ERP penetration rate is far lower in France than in the US and in other continental European countries

ERP has achieved a much lower penetration rate in France than in the US and most other European countries, except for the UK. The charts below present the findings of a recent survey conducted by Cap Gemini. For the purpose of this survey, ERP was defined as a set of standard functional modules (finance, payroll, manufacturing resource planning, logistics, order entry, purchasing, etc.) sharing the same ***database.*** A company is considered to be an ERP user when at least two modules have been installed. The survey shows that the proportion of companies equipped with ERP is much lower in France (31%) than in the US (48%) and the rest of Europe (50%).

The number of modules installed by each user is also much lower in France (2.1 on average) than in the US (2.4) and the rest of Europe (2.8). Based on this study, it can be estimated that the France is the least mature ERP market in continental Europe, lagging the rest of Europe by around one year. This takes into account the fact that this survey was conducted during the summer of 1998 for France, and between March and May 1999 for the other European countries where one third of systems had been installed during the previous eighteen months. That is why we expect France (38.5% in 1998 and 26% in 1999-2000) to recorded stronger growth than the world market (24% in 1998, -10% in 1999 and 33% in 2000).

(Graphical Material Omitted: ERP Penetration By Country)

(Graphical Material Omitted: Average Number Of Modules Incorporated In Each ERP System By Country)

ERP market growth

Y2K has significantly influenced the shape of the ERP market over 1996-1999. Y2K rollover was the most frequently cited reason for adopting ERP by European companies in Cap Gemini's ERP 1999 survey. We believe that the ERP market will resume licence growth in 2000. In June, AMR Research estimated that the ERP licence market would advance at 34% pa over the period 2000-2003.

The slowdown in the ERP licence growth rate will reverse
CT INDUSTRY OVERVIEW/OUTLOOK

L11 ANSWER 6 OF 12 INVESTEXT COPYRIGHT 2003 TFS on STN

AN 1998:396122 INVESTEXT(tm) REPORT NUMBER:2655756
PGNO PAGE 5 OF 10
DN 2655756
TI BMC Software - Company Report
AU Brosseau, A.C.
CS COWEN & COMPANY; MASSACHUSETTS (COMMONWEALTH OF)

EKD 12/12/2003

STN

CSR NEW ENGLAND/NORTHEAST REGION; UNITED STATES OF AMERICA; NORTH AMERICA
CSTY Financial center investment bank-broker
PD 4 Feb 1998
DT COMPANY REPORT
FS Text Page; COMPANY REPORT
WC 511
SH Market Background

TEXT

(Graphical Material Omitted - Call Boston (617) 856-2704, U.S./Canada
(800) 662-7878, U.K./Europe (+44) (0) 171 369 7860 for Price and
Availability: Systems Management Market Segments 1996-2001)

IDC sizes the performance management market, including database tools and utilities, at \$2.4B in 1996 and expects it to rise 12% annually to \$4.2B in 2001. The traditional performance management market includes performance monitoring, simulation and resource accounting tools and was about \$1.8B in 1996. While mainframe products from vendors like Computer Associates, Candle and Boole & Babbage still generate the most revenues, new Unix and Windows NT products like BMC's Patrol, Platinum Technology's Server Vision and Compuware's EcoSystems series are getting stronger and driving most of the growth in this segment. Database tools and utilities account for \$600MM in revenues. These products, which primarily address mainframe databases, help database administrators (DBAs) manage all aspects of **database** resources, including reorganizing tables, **loading**, unloading and moving data and optimizing **database** structure and performance. BMC is by far the leading vendor here, with nearly 70% market share, with Platinum Technology and a few smaller **vendors** following.

(Graphical Material Omitted - Call Boston (617) 856-2704, U.S./Canada
(800) 662-7878, U.K./Europe (+44) (0) 171 369 7860 for Price and
Availability: Performance Management Market 1996-2001)

As in other parts of the enterprise software market, these overall growth rates are distorted by an underlying shift from older host-based platforms to distributed client/server systems. IDC has identified a subset of the overall systems management market called distributed operations management that is restricted to products designed to manage distributed systems and includes job scheduling, event automation, output management, performance management, storage management and problem management products running across multiple operating systems. IDC sizes the distributed operations management market at \$2.25B in 1996 and projects growth of 24% annually to \$6.65B in 2001. Subtracting these figures for IDC's estimates for the overall operations management market shows the non-distributed portion growing just 9% annually from \$3.34B in 1996 to \$5.08B in 2001.

(Graphical Material Omitted - Call Boston (617) 856-2704, U.S./Canada
(800) 662-7878, U.K./Europe (+44) (0) 171 369 7860 for Price and
Availability: Distributed Vs. Non-Distributed Operations Management
Markets 1996-2001)

* Emergence Of Applications Management

Like other parts of the systems management business, the definition and dimensions of the performance management market have

STN

steadily changed over time. The market grew up around point tools aimed at tuning the performance of specific systems components, including the network, CPU and software. One of the most lucrative markets over the past few years has been for DBMS performance tuning tools, highlighted by products from BMC Software, CompuWare and Platinum Technology. Increasingly, however, these vendors and others are expanding the definition of performance management in two directions. First, point solutions are expanding to include a more complete view of the entire computing environment, including the network, systems, infrastructure software and applications. Second, there is a growing tie between traditional event management and performance management as vendors look to offer real-time tuning capabilities. Dubbed "applications management", these new solutions provide a superior approach for monitoring and tuning the performance of applications.

CO BMC SOFTWARE INC. (Ticker Symbol: BMCS; Other Codes: 99400).
CA TEXAS (STATE OF)
COR SOUTHWEST/SOUTHWESTERN REGION; UNITED STATES OF AMERICA; NORTH AMERICA
CT MARKET SHARE: COMPANY/BRAND; SALES/EARNINGS; PROJECTIONS; MARKET SIZE/DEMOGRAPHICS
DP SOFTWARE
SIC 7372
CC DATAPR DATA PROCESSING

L11 ANSWER 7 OF 12 INVESTEXT COPYRIGHT 2003 TFS on STN

AN 1998:176099 INVESTEXT(tm) REPORT NUMBER:7023421
PGNO PAGE 5 OF 5
DN 7023421
TI Other Emerging Technologies/Multimedia Telecom #9701
AU Industry Insider
CS MULTIMEDIA TELECOMMUNICATIONS ASSOCIATION; DISTRICT OF COLUMBIA (USA)
CSR UNITED STATES OF AMERICA; NORTH AMERICA
CSTY Government or official agency
PD 8 Jul 1997
DT INDUSTRY REPORT
FS Text Page; INDUSTRY REPORT
WC 343
SH Advanced Intelligent Network

TEXT

Advanced Intelligent Network

In the early 1990s, the RBOCs developed Advanced Intelligent Network (AIN) through a research consortium headed by Bellcore. AIN combines centralized equipment and advanced signaling in telephone networks, enabling LECs to add new service features without changing generic switching. Prior to AIN, computerized switches were controlled by software. Thus, when new services were introduced, the software had to be altered. The expense and time required to upgrade software discouraged carriers from introducing or implementing new services.

With AIN, a carrier simply adds modular software elements to the switch-based telecommunications network. AIN centralizes the software that is used for call control in a common database named Service Control Point (SCP); supported by Switching System 7 (SS7) technology. AIN provides detailed information on each call while enabling calls to be routed more efficiently. The network also adds new components with external database and processor capabilities to increase the power of

STN

the network and provide additional services. Carriers can deliver advanced network-based services in less than six months, compared to the several years required by traditional networks. Moreover, since AIN can be easily modified on site, carriers can experiment with an installation and can design custom services for real business needs. Current AIN services include caller ID, area number calling, personal number services, and access restriction. These services help customers identify calling information and control incoming calls. Applications that will utilize AIN include wireless communication services, call management, messaging, transaction processing, and information services.

So far, however, AIN has not made much headway. Demand for AIN services by large companies has not materialized to any significant degree. Faced with a limited market, **vendors** have kept prices high, further compounding the problem. What is **lacking** so far is a compelling application that will justify the expense of adopting a new platform. The developing CTI technology may provide many of the applications currently available on AIN, but at a lower cost. A robust CTI market could, however, whet the appetite for AIN. In the meantime, customers are holding back.

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CT MARKET SIZE/DEMOGRAPHICS

DP RELAYS

SIC 3643; 3644; 3679

CC ELECTS ELECTRICAL & ELECTRONICS

L11 ANSWER 8 OF 12 INVESTEXT COPYRIGHT 2003 TFS on STN

AN 1998:008879 INVESTEXT(tm) REPORT NUMBER:2596071

PGNO PAGE 3 OF 7

DN 2596071

TI Sybase, Inc. - Company Report

AU Pickrel, J.M.

CS HAMBRECHT & QUIST INCORPORATED; NEW YORK (STATE OF)

CSR MID-ATLANTIC/MIDDLE ATLANTIC REGION; UNITED STATES OF AMERICA; NORTH AMERICA

CSTY Financial center investment bank-broker

PD 13 Oct 1997

DT COMPANY REPORT

FS Text Page; COMPANY REPORT

WC 447

SH New Technology Features: Real Improvements -- But Still

TEXT

New Technology Features: Real Improvements -- But Still Playing Catch-Up.

The newly launched Adaptive Server 11.5 **adds** some important new features to the core Sybase **database** product, and extends some other differentiated features, such as the logical memory manager facility. In addition, the company has improved areas which had been major bottlenecks, such as the database consistency checker. However, we still view this release as a catch-up release, coming two years after the initial release of SQL Server 11. This is evidenced by the fact that the company has relinquished its lead in the TPC-C benchmark

EKD 12/12/2003

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battles just weeks after publishing new results on 11.5. Parallel query, the key new database feature touted by the company and designed to exploit multi-processor hardware, has been available from Informix since 1994 and from Oracle since 1995. Both vendors also now support parallelization of data updates, a feature still lacking from Sybase.

A major area of concentration for Oracle, Informix and IBM over the last several years has been support for data warehouses and very large databases, with features such as star schema optimization and cluster hardware support. Such facilities are lacking in Sybase, and as a result the company does not show up in industry surveys of very large production databases. Many of the innovative features advertised for the Adaptive Server architecture -- a common language processor, component integration layer, and native support for components in the database -- won't be delivered until late next year, according to current schedules. Specialty datatype support through external, optimized data stores -- the company's answer to the "universal database" positioning of Oracle, Informix and IBM -- is being handled through a long-standing innovation of Sybase, the Open Server interface. In fact, support for such datatypes as geo-spatial data has been available through Sybase partners since the SQL Server 10 release; however, the market impact has been negligible.

Although Sybase continues to produce credible improvements in its other product areas, we don't see any major new technology breakthroughs in these areas. In middleware, the market categories now generating high interest are object request brokers, message-oriented middleware and TP monitors, none of which are offered by Sybase. In tools, an overall industry slump prevails as buyers sort out an avalanche of choices, rich Java functionality is available for free, and new entrants (such as numerous ex-Powersoft executives now at start-up Silverstream) crowd the market. PowerBuilder 5.0 turned out to be a weak release in the market, and overall, Sybase tools revenue was down 23% in the June quarter. The new suites and Web products from Sybase look interesting and may reverse revenue declines, but don't look like the advances needed to drive new growth.

CO SYBASE, INC. (Ticker Symbol: SYBS)

CA CALIFORNIA (STATE OF)

COR PACIFIC STATES REGION; UNITED STATES OF AMERICA; NORTH AMERICA

CT SALES/EARNINGS; BUSINESS SEGMENT REPORTING; LINES OF BUSINESS/PRODUCTS

DP SOFTWARE DEVELOPMENT TOOL

SIC 7372

CC DATAPR DATA PROCESSING

DP SOFTWARE

SIC 7372

CC DATAPR DATA PROCESSING

L11 ANSWER 9 OF 12 INVESTEXT COPYRIGHT 2003 TFS on STN

AN 97:187353 INVESTEXT(tm) REPORT NUMBER:1845782

PGNO PAGE 19 OF 41

DN 1845782

TI Data Networking Industry - Industry Report

AU Bellace, J.J., et al

CS MERRILL LYNCH CAPITAL MARKETS; NEW YORK (STATE OF)

CSR MID-ATLANTIC/MIDDLE ATLANTIC REGION; UNITED STATES OF AMERICA; NORTH AMERICA

CSTY Financial center investment bank-broker

PD 13 Jan 1997

EKD 12/12/2003

STN

DT INDUSTRY REPORT
FS Text Page; INDUSTRY REPORT
WC 413
SH Remote Access

TEXT

The chassis-based high-end concentrator usually comes with an Ethernet LAN connection, remote access server hardware, a PRIT/T1 dual-port card or cards, and integrated channel service units (CSUs). Support for additional capabilities may include: digital modems, ISDN or frame relay communications software, security and authentication programs, and network management support.

RAS Concentrator Market

According to IDC, almost 1.1 million ports (b-channels plus async ports) were shipped during the first half of 1996, with end-user revenue of \$652 million. With about 21,500 RAS concentrators shipped, this translates to \$30,400 per concentrator each equipped with 50 ports on average.

Merrill Lynch/IDC Remote Access Survey

Merrill Lynch in conjunction with IDC conducted a telephone survey of 100 U.S.-based LAN managers and MIS directors during March 1996. The following are the highlights of the remote access survey:

- * The principal reason for deploying remote access at sites across all levels of implementation was for email usage. Database access ranked second and is expected to experience the greatest percentage increase in usage over the next year.

- * The key factors behind the selection process for a remote access vendor included reliability and performance. Price actually ranked fairly low as a factor in the selection process.

- * The leading remote access server vendors mentioned in this survey were Shiva and Cisco. We believe that Ascend, which is a significant **vendor** in remote access, was totally **absent** from the survey because the company's target accounts are ISPs and carriers and as such, did not show up on a survey of corporate sites.

- * In terms of spending expectations, 18% of the respondents plan to increase spending for remote access equipment in 1996 by over 50%. Another 24% anticipate increases in the 15-29% range.

Market Participants

Traditional **data networking** vendors have *****entered***** the remote access market largely through acquisitions (Cisco/Combinet; Bay Networks/Xylogics; and 3Com/Primary Access). But Ascend and Shiva (primarily remote access companies) and U.S. Robotics (a traditional modem vendor) remain the market leaders. See Figure 5 for fixed-port remote access server and RAS concentrators vendor market shares and Table 6 for the combined market share positions. Table 7 compares leading product offerings.

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Figure 5
Worldwide Remote Access Servers
1996 First Half

(Graphical Material Omitted - Call Boston (617) 345-2704, U.S.
(800) 662-7878, U.K. (171) 815-3800 Or Canada (800) 544-5651
For Price And Availability: Fixed-Port Remote Access Servers)

(Graphical Material Omitted - Call Boston (617) 345-2704, U.S.
(800) 662-7878, U.K. (171) 815-3800 Or Canada (800) 544-5651
For Price And Availability: RAS Concentrators)

CT COMPANY ANALYSES; MARKET SIZE/DEMOGRAPHICS; ORDERS AND CONTRACTS; INDUSTRY
OVERVIEW/OUTLOOK

DP NETWORK MANAGERS

SIC 7373

CC COMPUT COMPUTERS & OFFICE EQUIPMENT; DATAPR DATA PROCESSING; TELECM
TELECOMMUNICATIONS

L11 ANSWER 10 OF 12 INVESTEXT COPYRIGHT 2003 TFS on STN

AN 95:924114 INVESTEXT(tm) REPORT NUMBER:1646814

PGNO PAGE 27 OF 115

DN 1646814

TI Electronics: Japan - Industry Report

AU Yamamoto, T., et al

CS MORGAN STANLEY & CO. INC.; NEW YORK (STATE OF)

CSR MID-ATLANTIC/MIDDLE ATLANTIC REGION; UNITED STATES OF AMERICA; NORTH
AMERICA

CSTY Financial center investment bank-broker

PD 9 Oct 1995

DT INDUSTRY REPORT

FS Text Page; INDUSTRY REPORT

WC 444

SH Electronics Sector Model Portfolio - Consumer Electronics

TEXT

Yen Depreciation Widens Performance Gap

In the early 1990s the Japanese electronics industry invested heavily in Hollywood, promoted various multimedia strategies, and began large-scale offshore transfers of production to combat the strong yen. With the experience gained from the Hollywood investment, and the sudden downturn of the yen, companies must now rethink their approach to multimedia, restructure core operations, and effectively focus management resources on businesses with medium-term growth potential. Key strategies are likely to include: (1) groupwide downsizing; (2) further expansion of offshore production and use of imported inputs; and (3) stronger focus on key devices such as semiconductors, LCDs, small high-function batteries, and other core components. The rapid fall of the yen should put a brake on profit deterioration, allowing for a breathing space. But we think that by the later 1990s the weak yen will widen the performance gap among companies.

The Bet on DVD and Wall TV

Firms have begun to take concrete action on DVD and wall TVs, the expected growth products of the latter 1990s. On September 15, two

STN

groups offering different DVD standards agreed on a compromise. If details can be worked out this October, DVD could be on the market next fall. For wall TV, Fujitsu, NEC, and MEI are using color plasma panels (PDP). Sony is using Plasmatron, plasma-address liquid crystal. Both groups aim to launch products next autumn. Success could depend on low costs and skillful marketing.

(Graphical Material Omitted - Call Boston (617) 345-2704, U.S. (800) 662-7878, U.K. (171) 815-3800 Or Canada (800) 544-5651 For Price And Availability: Figure 7 - Consumer Electronics: Production And Exports 1990-95)

Domestic production has declined since 1992. Exports have slipped due to rising offshore production and the strong yen. Domestic demand has been slack. Firms have boosted capacity for TVs, VCRs, mini-components, cassette tape recorders, etc.. Imports from Southeast Asia are rising. In June, imported TVs exceeded domestic shipments in unit terms for the first time ever. The export decline is gradually slowing in yen terms thanks to the yen depreciation.

(Graphical Material Omitted - Call Boston (617) 345-2704, U.S. (800) 662-7878, U.K. (171) 815-3800 Or Canada (800) 544-5651 For Price And Availability: Figure 8 - Domestic Color TV, VCR, And Camcorder Sales 1990-95)

Domestic TV and VCR shipments have been strong since fall 1994. Replacement demand from the previous peak has emerged and the market is stimulated by low-cost imports from Southeast Asia. Price competition remains intense. Since January 1995, VCR shipments have been up sharply, but mainly because bargain **supplier Funai (unlisted)** has been

added to the data base. Total domestic shipments of VCRs look set to surpass the 1988 historical peak of 7.16 million.

CT INDUSTRY OVERVIEW/OUTLOOK; MARKET SIZE/DEMOGRAPHICS; ORDERS AND CONTRACTS; PROJECTIONS

DP SEMICONDUCTORS

SIC 3674

CC SEMICO SEMICONDUCTORS

DP ELECTRONIC COMPONENTS

SIC 3670

CC ELECTS ELECTRICAL & ELECTRONICS

DP VIDEO DISCS

SIC 7812

CC ELECTS ELECTRICAL & ELECTRONICS; LSRREC LEISURE & RECREATION

DP TELEVISION SETS

SIC 3651

CC ELECTS ELECTRICAL & ELECTRONICS; HSEAPP HOUSEHOLD APPLIANCES

DP DISPLAY COMPONENTS

SIC 3577

CC COMPUT COMPUTERS & OFFICE EQUIPMENT

DP VIDEO CASSETTE RECORDERS

SIC 3651

CC ELECTS ELECTRICAL & ELECTRONICS; HSEAPP HOUSEHOLD APPLIANCES; LSRREC LEISURE & RECREATION

L11 ANSWER 11 OF 12 INVESTEXT COPYRIGHT 2003 TFS on STN

AN 86:045100 INVESTEXT(tm) REPORT NUMBER: 608111

EKD 12/12/2003

STN

PGNO PAGE 3 OF 11

DN 608111

TI Microsoft Corporation - Company Report

AU Rozner, E.

CS RAGEN & MCKENZIE; WASHINGTON

CSR PACIFIC NORTHWEST STATES; UNITED STATES OF AMERICA; NORTH AMERICA

CSTY Regional investment bank-broker

PD 30 Jun 1986

DT COMPANY REPORT

FS Text Page; COMPANY REPORT

WC 717

SH The Company

TEXT

The Company distributes its products worldwide, with approximately one-third of revenues generated offshore. International business has grown more rapidly than domestic business over the last several years. We attribute this to higher rates of PC shipments, successful infrastructure building and, most recently, a cheaper dollar. All OEM's are billed in U.S. dollars, which buffers the Company from some currency exchange fluctuations. Microsoft now has marketing, distribution and support subsidiaries in Canada, the United Kingdom, West Germany, France and Australia and lesser organizations in Sweden and Italy. A manufacturing facility in Ireland supplies product for the Company's European operations. MSFT recently began European marketing of Microrim's R:Base 5000, a competitive product to Aston Tate's dBASE III.

The balance of offshore revenues come from OEM relationships. Microsoft's recent decision to terminate ASCII Corporation, its Japanese marketing agent, will most likely increase the contribution from international sources. ASCII contributed 12% or \$16.8 million in revenues in 1985 after clearing a 30% commission. Bringing distribution inhouse should also allow the Company to aggressively pursue retail opportunities in Japan for the first time.

A seasoned, solid management team directs the Company's operations. During his 3-year tenure, President Jon Shirley, a 25-year Tandy veteran, has guided the Company through its transition from the entrepreneurial to the professional manager stage. Appropriate financial controls and information systems have been implemented to manage a large and growing business. The Company is now further focusing its efforts on software and remains a magnet for talented developers. Growth historically has been internally generated and while we do not rule out modest acquisitions, particularly where they add to the Company's technical expertise, we expect internally generated growth to remain the rule.

(Graphical Material Omitted: Exhibit III - Organizational Chart)

SH The Market

TEXT

Microsoft sells its products into a market considerably more mature than that of just a few years ago. Growth is slower, barriers to success are higher and ongoing consolidation has left only a few viable vendors who are hungrily eyeing each other's markets. On the other

EKD 12/12/2003

STN

hand, the growth is being achieved from a higher base and has good long-term characteristics. Sales at street value are approaching \$2 billion and desktop computing is showing itself to have long-term appeal as an alternative to less distributed, more cumbersome technologies.

In a very real sense, the market for IBM and compatible PCs and productivity software has grown up and gone corporate. Corporate buyers are prone to require vendor stability, special support programs, cost effective purchasing, possibly alternative distribution and, most importantly, a workable upgrade strategy. All of these requirements benefit the entrenched products of established vendors. For Microsoft, this is a twin-edged sword. The requirement for evolutionary hardware mandates MS-DOS as the standard operating system for many years to come. We believe this binds IBM to Microsoft, leaving only the tightness of the bond and the economic consequences open to question. Conversely, corporate inertia regarding application programs makes it difficult for the Company to successfully penetrate the corporate market with its solid, but nonstandard, offerings.

The proposed performance of Intel's new 80386 chip and the multitasking and greater memory offered by MS-DOS Version 5.0 on the 80286 chip (AT-class hardware) are generally expected to alter the relative market shares of the application vendors in the 1987 timeframe. While we believe technology change does provide a window of opportunity (witness 1-2-3 from LOTS eclipsing Visicorp's Visicalc in the 16-bit transition), we think several factors differentiate 1983 and 1987. Most of these point to less dislocation in application markets, such as spreadsheets, that are already well penetrated. First, vendors are forewarned. Current share leaders have ample resources and can be expected to vigorously defend their turf through upgrades, extensions and newly developed products. Secondly, corporations had not yet adopted PC's in 1983. Now their inertia is working in favor of industry standards. Lastly, dramatic share shifts are easier when hardware sales are rapid and the installed base is small.

What we do expect is the market as a whole to expand if the new technology yields more benefit to users. Notwithstanding this, we expect bruising, worldwide competition among the major vendors. In particular, we expect Microsoft to take on LOTS with Excel for the IBM and compatible market, LOTS to take on TATE with a database

entry and a free-for-all in the wordprocessing segment.

CO MICROSOFT CORPORATION (Ticker Symbol: MSFT; Other Codes: 527700)
CA WASHINGTON
COR PACIFIC NORTHWEST STATES; UNITED STATES OF AMERICA; NORTH AMERICA
CT INTERNATIONAL SALES/MARKETING; MANAGEMENT; MARKETING; COMPETITION
DP COMPUTER OPERATING SYSTEMS
SIC 7372
CC DATAPR DATA PROCESSING
DP DATABASE MANAGEMENT SYSTEMS
SIC 7372
CC DATAPR DATA PROCESSING
DP TEXT PROCESSING SYSTEMS
SIC 3579
CC COMPUT COMPUTERS & OFFICE EQUIPMENT; DATAPR DATA PROCESSING
DP SOFTWARE
SIC 7372

STN

CC DATAPR DATA PROCESSING

L11 ANSWER 12 OF 12 INFODATA COPYRIGHT 2003 FHS Potsdam on STN

AN 1985(4):813 INFODATA ON: 85-00813 (GMD-IZ)

Call No.: UC1 84-0711

TI Serials handling in Essen University Library.

AU Helal, A. H. (Univ. Gesamthochschule Essen, Bibliothek, Essen, DE)

SO The future of serials: Publication, automation and management. Proceedings of the tenth meeting of IATUL, Essen, Federal Republic of Germany, June 6-10, 1983.

Editor(s): Fjaellbrant, N.

International Association of Technological Univ. Libraries (IATUL)

Goeteborg (SE), Association Internationale des Bibliothèques d'Univ.

Polytechniques/ Internationale Vereinigung der Bibliotheken technischer

Univ.; Chalmers Univ. of Technology, Library Goeteborg (SE)

Goeteborg, SE: 1984, p. 139-153 of 259 p., 14 figs.

Conference: Meeting 10: The future of serials: Publication, automation and management, Essen, DE, 1983.06.06-1983.06.10

Organizer(s): International Association of Technological Univ. Libraries

(IATUL) Goeteborg (SE), Association Internationale des Bibliothèques

d'Univ. Polytechniques/ Internationale Vereinigung der Bibliotheken

technischer Univ.

ISBN: 91-7032-144-2

CY Sweden

DT Conference

TC (Product description)

LA English

AB Record management problems related to serial procedure starting by ordering, accounting, cataloguing, receiving, claiming, and binding can be handled in an integrated system on a local level. Such a system run by a microcomputer is presented with the Essen Automated System EASY. It follows the ISDS, so the serials **database** can be accepted nationwide. The forms of **entry**, bibliographic description, and holding statement are compatible with international standards. In addition, the records include title, beginning and ending of the publication date, source, subscription, cost, **vendor**, origin, subject, branch library, holdings, **missing** volumes, and binding procedures. Automation also serves statistical purposes.

CC IIC Cataloging and library catalogs

L10; L20

CT Automatic cataloging; Journal; Control (Check); Software; University library

ST EASY